



Frank Zipfinger <frank.zipfinger@gmail.com>

SLOPES: Snowline Insurance Pre-Renewal 2016-2017 Information

SLOPES <slopes.au@gmail.com>
Bcc: frank.zipfinger@gmail.com

31 March 2016 at 17:24

Dear SLOPES Members

Clubs participating in the JLT program will have received from JLT an email similar to that below.

This is a pre renewal notification introduced this year for the first time.

The idea is to have Clubs consider in advance of renewal key issues like:

1. is the cover for their lodge adequate? - a valuation service is offered to assist Clubs in making this decision
2. is additional cover desirable eg business interruption or management liability (D&O) cover?

Regarding the renewal program, JLT has informed SLOPES:

A) despite some significant claims arising from the December 2014 storm affecting quite a few Clubs, following negotiations the existing insurer has agreed to roll over renewal terms and the rate will remain unchanged from last year. JLT believe this is a good result for our Clubs.

B) following a marketing exercise, JLT believe that the SLOPES program has the most competitive rates in the market and they recommend renewing the program with Sura for continuity of coverage and policy wording and to maintain the relationship with the holding insurer. JLT say their claims service and handling has been fantastic and they have received feedback from several clubs to this effect

Clubs in the JLT program can expect to receive their renewal notices during the period 1 to 4 April (**the actual renewal date is 3 May 2016**).

SLOPES encourages all those Clubs to renew as the strength of the program relies on a vast majority of our Clubs continuing to support it.

Clubs not in the program are encouraged to consider joining the program.

Any Club interested in joining the program or having questions about it is asked to contact:

Danielle Snelling | Account Manager | Consumer & Business Solutions | Jardine Lloyd Thompson Pty Ltd

PO Box 464 | Winston Hills | NSW | 2153

Tel: 1300 883 146 | DD: +61 (02) 8824 1511 | Mob: +61 0417 286 339 | Fax: +61 (02) 8824 1690

danielle.snelling@jlta.com.au | www.jlta.com.au

Regards

Frank Zipfinger
President
SLOPES

From: Danielle.Snelling@jlta.com.au
Subject: Snowline Insurance Pre-Renewal 2016-2017 Information
Date: Wed, 23 Mar 2016 05:46:50 +0000**Renewal of Your Insurance 2016-2017**

Your insurance policies are due for renewal on 03/05/2016.

Your policies will be renewed based on your expiring sums insured. Kindly review these sums insured bearing in mind that it is essential that your chosen sums insured, adequately protect the you in the event of a loss.

All changes will be effective from the renewal of your policies, unless you advise us otherwise.

I also refer you to the attached regarding some additional insurance covers that may be of interest.

Please contact me if you would like any assistance in the review of your cover. We would be happy to answer your queries and assist you with any other insurance needs.

Kind regards

Danielle Snelling | Account Manager | Consumer & Business Solutions | Jardine Lloyd Thompson Pty Ltd

PO Box 464 | Winston Hills | NSW | 2153

Tel: 1300 883 146 | DD: +61 (02) 8824 1511 | Mob: +61 0417 286 339 | Fax: +61 (02) 8824 1690

danielle.snelling@jlta.com.au | www.jlta.com.au

2 attachments

 **Snowline pre-renewal information.pdf**
16K

 **JLT Valuation Services.pdf**
867K

SNOWLINE INSURANCE PRE-RENEWAL

Renewal of Your Insurance 2016-2017

Your insurance policies are due for renewal on 03/05/2016.

Your policies will be renewed based on your expiring sums insured. Kindly review these sums insured bearing in mind that it is essential that your chosen sums insured, adequately protect you in the event of a loss.

Some additional covers that may be of interest

Business Interruption Cover

The intention of this cover is to provide sufficient funds to meet your reduction in income following a material loss or damage.

Due to the winter conditions in the snowfields, building repairs can sometimes be delayed for months or even a whole ski season. A loss at the beginning of a season that makes a lodge uninhabitable may have to wait until summer before repairs can be made. During this time, the lodge could lose significant income. If insured, the income lost during this period may be recovered. Lodges should calculate a 'worst case scenario' and ensure that their 'sum insured' is adequate to cover them if the worst happens.

Management Liability Cover

Offers broad cover for costs associated with defending directors, managers and employees against claims arising from their actions and decisions. Cover can include protection for the club from claims of wrongful management, plus coverage for accidental death of a director, and PR costs to prevent damage to or restore reputation in the event of a crisis.

Cover for employment practices liability can be included which protects the club from claims for wrongful dismissal or discrimination by past and present employees, members or suppliers.

Statutory Liability coverage can be added to protect both individuals and the club against fines and pecuniary penalties.

Travel Insurance

Provides comprehensive travel cover for persons travelling overseas and domestically. It is available for singles or families and provides generous sums insured and worldwide 24 hour protection.

- 24 hour emergency assistance through reverse charge telephone number
- Unlimited medical expenses.
- Cover up to the age of 79
- Recreational Sports covered such as snow skiing

Valuations

Please refer to the attached brochure detailing our new JLT Valuation service.

It is crucial that your sum insured reflects an accurate picture of your risk. If you over or undervalue your assets it will ultimately incur significant costs; an overvalue will lead to an insurer charging higher premiums or an undervalue might result in an insufficient insurance payout in the event of a claim.

Please contact me if you would like any assistance in the review of your cover. We would be happy to answer your queries and assist you with any other insurance needs.

JLT CONTACTS

Your insurance requirements are managed by:

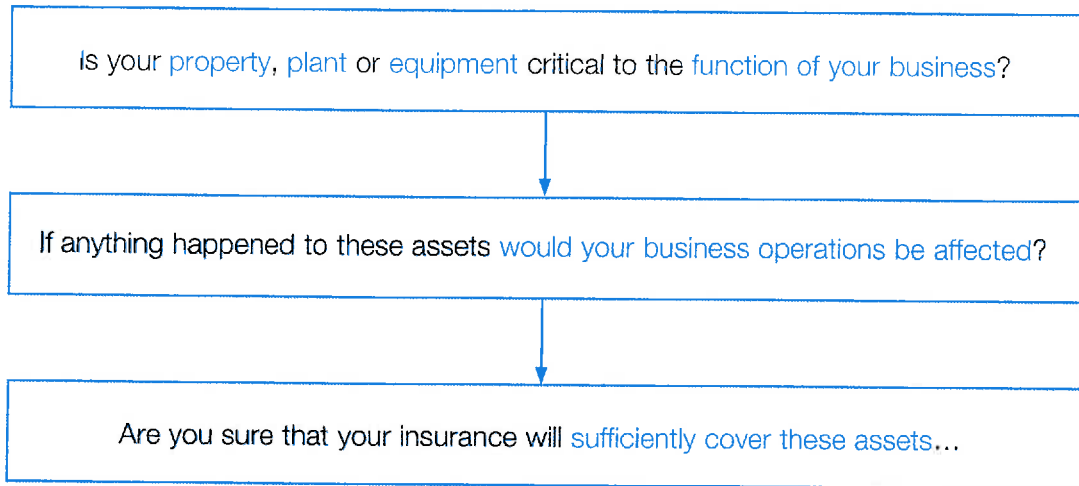
<u>Account Manager</u>	Name	Danielle Snelling
	Direct Dial	02 8824 1511
	Mobile	0417 286 339
	Email	Danielle.snelling@jlta.com.au
<u>Account Manager</u>	Name	Julia Cowie
	Direct Dial	02 8824 1611
	Mobile	0409 812 189
	Email	Julia.cowie@jlta.com.au
<u>Account Broker</u>	Name	Lauren Brooker
	Direct Dial	02 8824 1612
	Email	Lauren.brooker@jlta.com.au
<u>Claims Operator</u>	Name	Ashleigh Allston
	Direct Dial	02 8824 1698
	Email	Ashleigh.allston@jlta.com.au



JLT VALUATION SERVICE INSURANCE VALUATIONS



INTRODUCTION



When a business makes a declaration of the value of their assets to an insurer, it is crucial that this be accurate. If a business over or undervalues their assets it will ultimately incur significant costs; an overvalue will lead to an insurer charging higher premiums or an undervalue might result in an insufficient insurance payout in the event of a claim.

JLT Valuation Services is an independent and cost effective valuation solution assisting businesses to ascertain accurate values for their assets. Our mission is to ensure that our clients have sufficient insurances in place to ensure they are covered in the event of a loss.

Benefits of an insurance valuation program:

1. Risk of under or over insuring your assets is removed
2. Professional valuations can assist when your business renegotiates their insurance renewals
3. Claims settlement process can be streamlined and payments made faster in the event of a loss
4. Risk to Directors and owners is removed





“ Understanding our clients’ business is an essential component of providing accurate valuations. ”

BENEFITS OF JLT VALUATION SERVICES

JLT Valuation Services offer their clients an accurate and comprehensive insurance valuation service. We look deeply into issues that affect the level of insurance cover you need.



VALUATION OF ALL ASSETS

Using our specialist knowledge and resources, we can value all of your assets including buildings, plant, equipment, contents, fine art and infrastructure



TRUE UNDERSTANDING

We have the specialised knowledge to provide accurate and comprehensive valuations



COMBINED APPROACH

Being an experienced and accredited valuation firm, we can save you money and time by combining your valuation requirements such as your insurance and financial reporting valuations



STRATEGIC PARTNER

We believe a valuation should be a consultative process rather than a simple transactional service. We look to become your ‘valuation partner’ ensuring our experienced resources are available to you.



ACCREDITED VALUERS

Our staff are qualified and registered valuers and are all members of the Australian Property Institute



TAILORED SERVICES

We provide a cost effective service tailored to your valuation requirements



FRESH PERSPECTIVE

We provide independent up to date valuations ensuring that nothing has been previously overlooked and all market conditions are accounted for

Understanding our clients’ business is an essential component of providing accurate valuations. We have the expertise and experience necessary to provide professional insurance valuations of your property, plant, equipment, contents, fine art and infrastructure.

Common mistakes that businesses make when making their own value declarations:

- Declaring their assets’ Market Value
- Declaring their assets’ Book Value
- Using last years declared values or simply increasing values by a percentage
- Asking the bank, builder, architect, or real estate agent to value their assets
- Relying on advice from an in-house accountant or engineer



It is estimated that less than one third of businesses without a comprehensive insurance valuation continue to operate after a major loss. Don't fall into that statistic, speak to our team:

SIMON O'BRIEN
Head of Valuation Services
Jardine Lloyd Thompson Pty Ltd

Lv 11, 66 Clarence Street, Sydney NSW 2000
T: +61 (02) 2 9290 8038 M: +61 (0) 417 079204
Simon.O'Brien@jlta.com.au www.jlta.com.au

